

Message Text

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ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 HA-05 AGRE-00 CEA-01

CIAE-00 DODE-00 FRB-01 H-02 INR-10 INT-05 L-03

LAB-04 NSAE-00 NSC-05 PA-02 CTME-00 AID-05 SS-15

STR-07 ITC-01 TRSE-00 ICA-20 SP-02 SOE-02 OMB-01

DOE-15 XMB-04 OPIC-06 /139 W

-----026973 051823Z /72

R 042108Z MAY 78

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 9110

UNCLAS SANTIAGO 3334

EO 11652: NA

TAGS: BEXP, CI

SUBJ: TASK FORCE ON U.S FOOTWEAR: TRADE OPPORTUNITIES

REF: STATE 089279

1. CHILE DOES NOT APPEAR TO OFFER A VERY PROMISING MARKET FOR UNIFORM AND INDUSTRIAL TYPE SHOES DESCRIBED IN REFTTEL. THE MARKET IS PRESENTLY DOMINATED BY A GOOD QUALITY PRODUCT MANUFACTURED BY SEVERAL LOCAL FIRMS. THE MILITARY, SERVICES AND NATIONAL POLICE FORCE PURCHASE LOCALLY MANUFACTURED SHOES AND BOOTS. THESE SHOES, IN FACT, ARE MANUFACTURED TO U.S. MILITARY SPECIFICATIONS AND THE LOCAL MANUFACTURERS ARE PRESENTLY EXPLORING THE POSSIBILITIES OF SELLING THEIR PRODUCT IN THE INTERNATIONAL MARKET.

2. NEVERTHELESS, IN LINE WITH OFT-EXPOSED CHILEAN GOVERNMENT FREE TRADE POLICY, ALL PURCHASERS OF THIS TYPE SHOE EXPRESSED INTEREST IN OFFERS FROM U.S. MANUFACTURERS WHO COULD SUPPLY AN EQUAL QUALITY PRODUCT AT A LESSER PRICE THAN THEY ARE NOW PAYING IN THE LOCAL MARKET. IMPORT DUTIES ON SHOES NOW STAND AT 20 PERCENT, BUT WILL BE INCREMENTALLY REDUCED TO 10 PERCENT BY JUNE OF 1979. THE ADDITIONAL EXPENSE OF UNCLASSIFIED

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SHIPPING FROM THE U.S. TO CHILE WOULD SEEM TO BE ANOTHER DETERRENT TO U.S. PRODUCT COMPETITIVENESS WITH LOCAL PRODUCTS.

3. NEITHER THE POST OFFICE NOR FIRE DEPARTMENT OFFER MUCH OF A POTENTIAL MARKET. POST OFFICE EMPLOYEES DO NOT WEAR UNIFORMS. THE POST OFFICE PURCHASES ONLY 300-400 PAIRS OF SHOES ANNUALLY. THERE IS NO NATIONAL FIRE DEPARTMENT OR

CENTRALIZED PURCHASING OF FIREMEN'S UNIFORM. INDIVIDUAL VOLUNTEER FIRE COMPANIES PURCHASE THEIR UNIFORMS AND SHOES IN THE LOCAL MARKET. EMBASSY HAS NOT BEEN SUCCESSFUL, TO DATE, IN FINDING LOCAL STORES OR DISTRIBUTORS INTERESTED IN CARRYING U.S. LINES OF SHOE PRODUCT.

4. THE FOLLOWING ARE PURCHASERS OF SHOES OF THE TYPE REFERRED TO IN REFTEL:

A) NATIONAL POLICE (APPROX. 15,000 PAIRS ANNUALLY)
DIRECCION GENERAL DE CARABINEROS
DIRECCION DE LOGISTICA
AV. BULNES 1196, PISO 9
SANTIAGO, CHILE
CONTACT: GENERAL MARIO CONTADOR M.
COMMANDANTE VICTOR ESPINOZA S.

B) MILITARY FORCES: CONTACT MAY BE MADE WITH ARMY, NAVY, AND AIR FORCE THROUGH THE CHILEAN EMBASSY IN WASHINGTON:
CHILEAN MILITARY MISSION
1736 MASSACHUSETTS AVE.,
WASHINGTON, D.C. 20036

C) ARMY
COMANDANCIA DE INTENDENCIA DEL EJERCITO
MINISTERIO DE DEFENSA NACIONAL, PISO 8
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SANTIAGO, CHILE
CONTACT: GENERAL DE BRIGADA JORGE BERRIOS,
DIRECTOR DE INTENDENCIA DEL EJERCITO

D) AIR FORCE
CHILEAN AIR FORCE MISSION
1875 CONNECTICUT AVE., SUITE 1212
WASHINGTON, D.C.
CONTACT: COMANDANTE EDMUNDO BENAVIDES

E) GOVERNMENT PRUCHASING AGENCY - SIMILAR TO U.S. GSA
(6,000 ANNUALLY)
DIRECCION DE APROVISIONAMIENTO DEL ESTADO - DAE
AMUNATEGUI 66
SANTIAGO, CHILE

F) PUBLIC WORKS (1,000 PAIRS ANNUALLY)
MINISTERIO DE OBRAS PUBLICAS
DIRECCION DE OBRAS SANITARIAS
MORANDE 59
SANTIAGO, CHILE
CONTACT: JORGE ALISTE, JEFE DE SUMINSTROS

G) SUBWAY

METRO DE SANTIAGO
AV. BULNES 241, PISO 8
SANTIAGO, CHILE
CONTACT: JULIO FERRERA, FEFE DE ABASTECIMIENTO

H) POST OFFICE

CORREOS Y TELEGRAFOS DEL ESTADO (300 - 400 PAIRS ANNUALLY)
SECCION ADQUISICIONES, DEPTO.ABASTECIMIENTO
SANTIAGO, CHILE
CONTACT: HECTOR OJEDA, JEFE SECCION

I) FIREMEN

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CUERPO DE BOMBEROS DE SANTIAGO
DEPARTAMENTO ADQUISICIONES
SANTO DOMINGO 978
CASILLA 1461
SANTIAGO, CHILE
CONTACT: JOSE VALENZUELA, INSPECTOR GENERAL

5. SEVERAL OF CHILE'S LARGEST INDUSTRIAL FIRMS WERE
ALSO CONTACTED. THEY PURCHASE ONLY LOCALLY MANUFACTURED
INDUSTRIAL/SAFETY SHOES, BUT WOULD ALSO ENTERTAIN PRICE
COMPETITIVE BIDS FROM U.S. MANUFACTURERS.

A) STATE COPPER INDUSTRY

CORPORACION NACIONAL DEL COBRE DE CHILE
MORANDE 239
SANTIAGO, CHILE
CONTACT: PEDRO CORONA, PURCHASING MANAGER
OR THEIR NEW YORK PURCHASING OFFICE:

CODELCO U.S.A. INC.
437 MADISON AVE., 37TH FLOOR
NEW YORK, N.Y. 10022.

B) STATE STEEL & IRON ORE COMPANY

COMPANIA DE ACERO DEL PACIFICO
BANDERA 84, PISO 2
SANTIAGO, CHILE
CONTACT: MIGUEL VERGARA, GERENTE DE ABASTECIMIENTO.

C) SOQUIMICH (10,000 SAFETY BOOTS ANNUALLY)

SOCIEDAD QUIMICA Y MINERA DE CHILE
TEATINOS 220
SANTIAGO, CHILE

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CONTACT: JAVIER GUZMAN, JEFE DIVISION ADQUISICIONES.
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2792398
Secure: OPEN
Status: NATIVE
Subject: TASK FORCE ON U.S FOOTWEAR: TRADE OPPORTUNITIES
TAGS: BEXP, CI
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/98df98a4-c288-dd11-92da-001cc4696bcc
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